

DY-Computes

Dynamite System Newsletter

Summer, 1999

New System Features

Version 7.7 is now available for download from our web site. Exciting new features include:

- Completion of Visual FoxPro 6.0 version for SBT VP 10
- Added user-defined component listing
- Revision of SO version J for unlimited charge lines
- Addition of multiple sort sequences to SO Status Report
- Addition of privilege for editing block time balances
- Addition of job site filter to Financial Analysis report
- Addition of Preventive Maintenance mail merge extract
- Faster Pre-bill Worksheet printing
- Conversion of remaining reports to graphical printing
- Conversion of the F5 Customer Lookup to use SBT's JKEY
- Display of Pre-Bill Worksheet enabled
- Addition of more options to Service Order Activity Report

All of the above features are included at no extra charge and may be downloaded by customers with current software subscriptions. For those of you not familiar with our download facility, please call our office for current access codes.

As you can see, our Dynamite Service System is being continually enhanced and improved.

Vision Point Version 10

On June 17th SBT began shipping version 10 of their popular accounting system. Vision Point 10 is the latest in a long line of successful products. The system is based upon Visual Fox Pro 6.0, a 32-bit programming language from Microsoft.

Within two days, South By Southwest began shipping a compatible version of our popular Dynamite 2000! See related story, Current SBT Versions Supported, for details.

"DY-Computes" is published six times a year for customers and friends of South By Southwest. For more information contact: South By Southwest, 28993 Mountain Meadow Road, Escondido, CA 92026. Phone: 760/749-9161, FAX: 760/749-2333, E-Mail: admin@southbysouthwest.com.

Hubble Telescope

You've read about it's troubles. You're helping pay for it every April 15th. Now you can enjoy the results. To view this year's highlights click on <http://opposite.stsci.edu/pubinfo/pr/1999/>. If you find a photo you like, click on the photo with your right mouse button and, depending upon your web browser, save the photo as your wallpaper. One of our favorites is the Magellanic Cloud taken last February is shown below.



Year 2000 Heads Up

If you are running SBT Pro 3.0 or earlier, you will need to upgrade before attempting to post to any period in your fiscal year 2000.

If you are running Vision Point Series 8 or lower, you should upgrade to Vision Point 10 without further delay. The typical SBT reseller is busier than ever and their workload is only getting worse. Experienced SBT technicians may not be available to help if you wait until the last minute to upgrade.

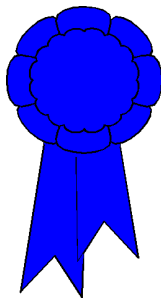
San Diego County Fair

Otherwise known as the Del Mar Fair, our county fair was held from June 15th through July 5th. It is ranked ninth in the nation in terms of attendance. Over one million people have witnessed the successes of Tom and Charlene Francl, principles of South By Southwest. Entering 14 exhibits in baked goods, silk flower arrangements, photography, and refrigerator magnet collections, they garnered 4 Blue Ribbons and 5 other awards! Not bad for a couple of city kids raised in Chicago.

Winning recipes have been added to our web site but the best one is included below. Even if you're on a diet, you can rationalize your way into baking at least a half-recipe of this year's blue ribbon winner, "Yorkie Bites." Please don't blame us for the extra calories.

Ingredients

24 Small (1.5 inch) York Peppermint Patties
2 C All-purpose flour
1-1/2 C Butter, melted
1 C Hershey's Cocoa
3 C Sugar
1 tsp. Baking powder
1 Tbsp. Vanilla extract
1 tsp. Salt
5 Eggs
Powdered sugar



Method

Heat oven to 350 degrees (325 for glass baking dish). Remove wrappers from peppermint patties. Coat a 13x9x2 baking dish with cooking spray.

Stir together butter, sugar, and vanilla in large bowl. Add eggs; beat until well blended. Stir in flour, cocoa, baking powder, and salt; blend well. Reserve 2 cups batter. Spread remaining batter in prepared pan. Arrange peppermint patties about 1/2 inches apart in single layer over batter. Spread reserved 2 cups batter over patties.

Bake 50 to 55 minutes or until brownies begin to pull away from sides of pan. Cool completely in pan on wire rack. Dust with powdered sugar. Cut into squares. Makes about 36 brownies.

Global Domination?

Our Dynamite Service System is now installed in 36 states and in 6 countries!

Humor can make a serious difference.

What Time Is It Anyway?

We all know that there are four time zones in the continental United States. When it's 9:00am in New York, it's 6:00am in San Diego. Yes, we do get calls that early in the morning!

Australia has three time zones. When it's 9:00am in Melbourne on the East coast, it is 7:00am in Perth on the West coast. What time is it in Darwin and Adelaide which are approximately in the center of the continent?

If you guessed 8:00am, you're wrong. If you guessed either 9:00am or 7:00am you're wrong again. The right answer is 8:30am!



Stranger than that, if you are standing precisely on the South Pole, what time is it? Logically, all time zones terminate at the Pole so any answer should be correct but the South Pole has been assigned the same time zone as New Zealand.

Even stranger, the time in Riyadh, Saudi Arabia is 10:07:04am when it's 11:00am in neighboring Dubai. Check our facts at: www.timezoneconverter.com.

Use these invaluable tidbits at this summer's barbecues and amaze your friends and relatives.

Manager's Memo

The following statement was contained in a memo to the staff of a large corporation: "E-mail is not to be used to pass on information or data. It should be used only for company business."

Can we assume that Dilbert cartoons are ok to pass along?

Windows Story

Three engineers travel together in a car: one electrical engineer, one mechanical engineer, and one Microsoft engineer. After a long drive, the car suddenly breaks down with no obvious reason.

The electrical engineer says "I don't know much about cars but let me check the electrical system, maybe I will find the problem." The mechanical engineer says "I don't know much about cars but let me check the mechanical system, maybe I will fix it!"

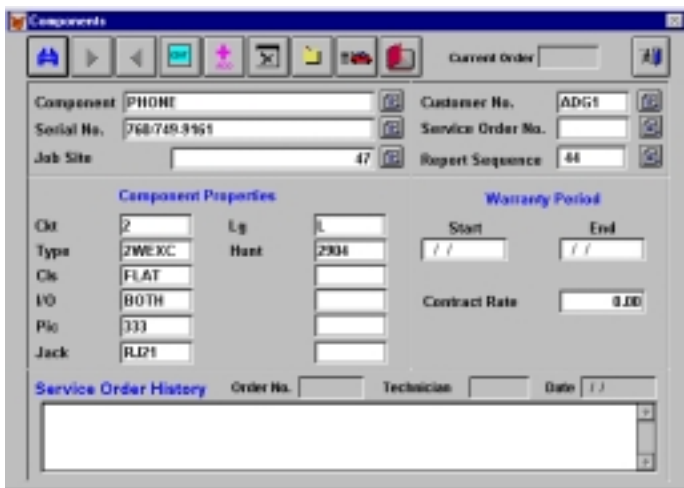
The Microsoft engineer, who also wants to show some troubleshooting ability, says "I don't know much about cars, but why don't we close all the windows, get out, and get back in again. Maybe that will work?"

Telephone Interconnects

Several telephone equipment resellers have either purchased Dynamite or have expressed serious interest in the product during the past few months.

As a result, a custom modification has been made to Dynamite to track information about their customers' phone lines. The modification was made in such a way that it can be utilized by other industries with similar needs.

South By Southwest has also created a Toolkit to help convert data from an outdated PhoneBizz System. Obviously we value customers in this industry and hope to continue to meet their unique requirements.



Current SBT Versions Supported

Dynamite Version 7.7.1 and above is certified for use with SBT Vision Point 10 and Professional 5.0. Dynamite must be ordered specifying the proper FoxPro platform.

Customers upgrading from Dynamite 2000 for Vision Point versions 8 or 9 may do so without any upgrade fees. All that is required is a current software subscription plus one extra year's subscription. This helps us cover our development costs but does not penalize the customer.

Dynamite 2000 is also compatible with other SBT versions including Vision Point, VP2000, Professional Series 2.5, 3.0i, and 3.2i. Further, DY2000 is compatible with DOS versions of these SBT products.

Never take up a cause just for the applause.

Welcome Aboard!

A special welcome is extended to all our new Dynamite installations:

Midland Communications, Iowa
Royal Pack, New Jersey
Atlantic Business Communication, Florida
Intercool, Texas
Northwest Computer Support (#2), California
GST Corp., Pennsylvania
Radcom Technologies, Texas
Associated Restaurant, New Jersey
Fiber Seal, Ohio
Petro West, Utah
Business Technology Group, Colorado
QRV InfoMatics, Indiana
White Bear Equipment, New York
Telephone Communications, Alabama
Pro Tel Communications, Utah
Unique Solutions, Texas
Langlois Stores, Ohio

From computer services to lawn sprinkler repair to manufacturer warranty coverages, Dynamite 2000 makes the grade!

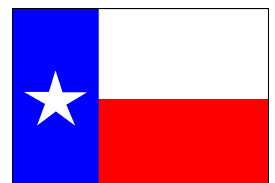
Three-time Customer

During June, a copy of our Dynamite Service System was purchased by Mickey Frost now with QRV InfoMatics of Indianapolis. Mickey had previously purchased Dynamite while employed at two prior companies.

We value our relationship with Mickey and appreciate his continued enthusiasm for Dynamite. Thank you, Mickey!

Dallas Roundup

In mid-May, South By Southwest again participated in the SBT Dallas User Group meeting hosted by SGM, Inc. Steve Morin again went overboard putting together a very successful event.



Dozens of Dynamite prospects attended our presentations and several sales have closed as a result. We are obviously looking forward to next year's event.

Dynamite 2000 Training Workshop

On August 30 & 31, 1999 South By Southwest will conduct a training workshop for our Dynamite Service System in Indianapolis, Indiana. This two day workshop will demonstrate how to effectively use the Dynamite 2000 Service System.

Curriculum

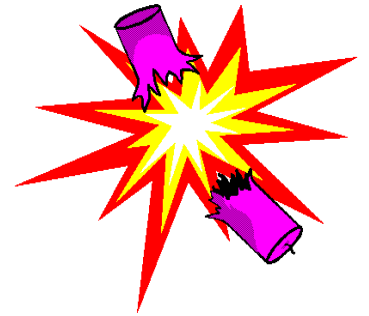
You will learn setup, implementation, menu structures, reporting and operation of the system in the day-to-day environment. We will trace the normal work flow through the system including service order placement, tracking, billing, and contract management.

Your training will include timesaving techniques and suggestions on how best to use the system's features. This course will not be overly technical in nature but does assume familiarity with Windows and data base applications. The more experience the participant has with Dynamite 2000, the more they will benefit from the workshop.

The topics to be covered:

Installation and configuration
Managing data
Reporting capabilities

System maintenance
Transaction processing
Application examples



Location and Dates

The workshop will be held at:

QVR InfoMatics
5352 West 78th Street
Indianapolis, IN 46268
317/871-8444

This facility is conveniently located 15 miles north of the Indianapolis airport near the intersection of Interstate 465 and West 79th Street. The training center can accommodate 20 participants, seven with their own personal computer. Maps will be faxed to attendees upon request.

Workshop Times, Attire, and Materials

The workshop will held from 9:30 am to 5:30 pm on Monday and from 8:30 am to 2:30 pm on Tuesday to accommodate airline schedules. Please dress in casual business attire. All course materials are provided at the workshop. Lunch will be provided on both days.

To Register

Contact South By Southwest directly: 760/749-9161. Make payment to: South By Southwest, 28993 Mountain Meadow, Escondido, CA 92026

Payment

The workshop cost is \$695 per attendee. Additional attendees from the same organization are \$625 each. Special pricing is available for Dynamite resellers. A discount of \$25.00 will be granted to attendees using their own lap top computers. Repeat attendees will be accommodated at one half the normal cost provided that seats are available. A maximum of 20 attendees will be accepted on a first-come basis. Full attendance is expected so reserve your seat early.

Tuition must be prepaid by August 20, 1999 to insure your reservation.

Cancellation Policy

Workshop cancellations must be received in writing by August 20, 1999 or a \$100 cancellation fee will apply. No-shows or cancellations received after that date will be billed for the full workshop cost. South By Southwest reserves the right to cancel this workshop if a minimum registration level is not met. You will be notified by August 23rd if the workshop has been rescheduled and all fees will be refunded. We are not responsible for airfare penalties or other expenses incurred due to canceled workshops.